

Message Text

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TO SECSTATE WASHDC 3548

INFO AMEMBASSY ISLAMABAD

AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL KARACHI

AMCONSUL LAHORE

AMCONSUL MADRAS

USDOC WASHDC

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E.O. 11652: N/A

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SUBJECT: TRADE MISSIONS TO INDIA AND PAKISTAN

REF: STATE 187130, AUGUST 27, 1974

1. ALL NEW DELHI PLANNING AND COMMUNICATIONS HAVE BEEN STRICTLY LIMITED TO A MINING AND MINE PLANT PROCESSING EQUIPMENT TRADE MISSION. THE COUNTRY COMMERCIAL PROGRAM FOR INDIA FY1975 ALSO SPECIFICALLY CALLED FOR A MINING MACHINERY AND EQUIPMENT TRADE MISSION.

2. MUCH TIME, THOUGHT, RESEARCH AND PREPARATION HAS BEEN ACCORDED THE PROPOSED TRADE MISSION. WE HAVE ALSO TAKEN INDIA'S NEEDS, PRIORITIES, PLANS AND LIMITED RESOURCES INTO CONSIDERATION AND HAVE CAREFULLY EXAMINED THE PROSPECTS FOR THE SALE OF U.S. MINING AND MINE PLANT PROCESSING EQUIPMENT.

3. ON THE OTHER HAND THERE IS NO CURRENT OR POTENTIAL MARKET FOR U.S. EARTHMOVING OR CONSTRUCTION MACHINERY IN INDIA. ALL OF THE EARTHMOVING AND CONSTRUCTION EQUIPMENT COMPANIES MENTIONED IN STATE'S 187130, AUGUST 27, 1974: ALLIS-CHALMERS, INGERSOLL-RAND, INTERNATIONAL HARVEST, EUCLID DIVION, GENERAL MOTORS AND

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J.I. CASE ARE WELL-REPRESENTED IN INDIA. THEIR RESPECTIVE LOCAL

REPRESENTATIVES ARE ALREADY FULLY EXPLOITING THE LIMITED SALES OPPORTUNITIES CURRENTLY EXISTING IN THIS COUNTRY. FURTHERMORE INDIA IS MAKING EVERY EFFORT TO CONSERVE ITS FREE FOREIGN EXCHANGE AND THERE IS NO REASON TO BELIEVE IT WILL ALLOCATE ANY EXCHANGE FOR THE PURCHASE OF EARTHMOVING AND CONSTRUCTION MACHINERY.

4. SO FAR AS THE MINING AND MINE PLANT PARTICIPANTS ARE CONCERNED WE ARE DITURBED THAT THE INDUSTRY LEADERS HAVE NOT AS YET RESPONDED. WE ARE ESPECIALLY INTERESTED IN THE PARTICIPATION OF THE FOLLOWING COMPANIES (A-278, JULY 12 12, 1974) ALL OF WHOM ARE HIGHLY REGARDED IN

INDIA ARE EQUALLY IMPORTANT, HAVE THE UNDERGROUND AND/OR OPEN PIT MACHINERY AND EQUIPMENT THAT INDIA URGENTLY NEEDS: ARMCO NATIONAL, JOY MFG., SMITH INDUSTRIES INTERNATIONAL, EIMCO (ENVIROTECH), FRANK G. HOUGH CO., NORTHWEST ENGINEERING, GOODMAN MFG., LONGYEAR, LONG-AIRDOX, SANFORD-DAY, SIMPLICITY ENGINEERING, BETHLEHEM STEEL, CENTRAL MINE SUPPLY, HARDINGE CO., AND INGERSOLL-RAND (SEE NEW DELHI A-278).

O5. OUR FIRST PREFERENCE REMAINS AMINING AND MINE PLANT PROCESSING EQUIPMENT TRADE MISSION WITH PARTICIPANTS DRAWN FROM THE FIRMS LISTED IN PARA 4 ABOVE. WE LEAVE IT TO OUR COLLEAGUES IN KARACHI AND ISLAMABAD WHETHER SUCH A MISSION WOULD BE USEFUL IN PAKISTAN. OUR SECOND CHOICE, IF THE SOLICITATION OF PARTICIPANTS IS ALREADY WELL ADVANCED, IS THAT TWO SEPARATE TRADE MISSIONS BE DEVELOPED WITH THE EARTHMOVING AND CONSTRUCTION COMPANY PARTICIPANTS PROCEEDING TO PAKISTAN WHILE THE MINING AND MINE PLANT COMPANY PARTICIPANTS TRAVEL TO INDIA.

6. IF NETHER OF THESE POSSIBILITIES IS CONSIDERED FEASIBLE WE RECOMMEND THAT INDIA BE DROPPED FROM THE ITINERARY OF THE MINING, MINE PLANT PROCESSING EQUIPMENT, EARTHMOVING, CONSTRUCTION MACHINERY TRADE MISSION PROPOED IN THE REFERENCED TELEGRAM.

7. PENDING CLARIFICATION OF THE ABOVE WE WILL TAKE NO FURTHER ACTION.MOYNIHAN

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